

U.S.-PAKISTAN BUSINESS COUNCIL Update



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United States Chamber of Commerce

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President Pervez Musharraf to Meet with USPBC Members in New York City

The U.S. Chamber of Commerce and the U.S.-Pakistan Business Council in collaboration with the Institute for International Economics will host a private luncheon in honor of President Musharraf in New York City on September 20, 2006. The private discussion will emphasize the linkages between security issues that are central to bilateral relations and the economic prospects for Pakistan. It will also build on recent



efforts to advance Pakistan's request for deepened trade and investment relations with the United States.

The Council is the leading private sector association of U.S. companies with business and investment interests in Pakistan. The Council was inaugurated at the United States Chamber of Commerce on September 30, 2002. ■

USPBC Hosts Private Dinner with His Excellency Khurshid M. Kasuri, Foreign Minister of Pakistan

On July 11, 2006, the U.S.-Pakistan Business Council (USPBC) hosted a private dinner in honor of Foreign Minister Khurshid M. Kasuri at the Hay-Adams Hotel in Washington D.C. Minister Kasuri was accompanied by His Excellency Mahmud Ali Durrani, Ambassador of Pakistan; Mr. Shahid Kamal, Additional Secretary, Foreign Ministry; and Mr. Khalid Mahmood, Director General, Foreign Ministry. Also in attendance were: Mr. Aslam Khan, Deputy Chief of Mission and Mr. Ashraf Hayat, Minister (Trade), Embassy of Pakistan.



(L-R) Ambassador Thomas Pickering, Dr. Herbert Davis, H.E. Khurshid M. Kasuri and Ambassador Mahmud Ali Durrani

Foreign Minister Kasuri addressed USPBC members and guests on Pakistan's current economic environment, offering insight into the privatization process that has led to Pakistan's recent economic success. The Foreign Minister focused his remarks on the strength of the relationship between Pakistan and the U.S. and expressed Pakistan's hopes for enhanced bilateral trade and investment. Members of the Council and guests were also addressed by Ambassador Durrani, making his first appearance at a USPBC event as Ambassador of Pakistan to the U.S. ■

Pakistani Science and Technology Delegation Meet with USPBC Members

On July 21, 2006, The U.S.-Pakistan Business Council (USPBC) hosted a private meeting with a Pakistani delegation on Science and Technology at the U.S. Chamber of Commerce in Washington D.C. Members of the delegation included: Dr. Ata-Ur-Rahman, Minister and Chairman Higher Education Commission; Dr. Parvez Butt, Secretary, Science and Technology; and Mr. Shahid Kamal, Additional Secretary, Ministry of Foreign Affairs. The delegation was accompanied by Pakistan's Ambassador, His Excellency Mahmud Ali Durrani and senior officials of the Embassy of Pakistan.

The meeting was chaired by Nigel Thompson, Executive Director, Economic and Development Strategy, Merck and Board Member of the USPBC. Members of the Council had the

opportunity to interact with the Pakistani delegation on the government's recent efforts to attract investment in the knowledge-based sector to be competitive in the global economy.

Dr. Ata-Ur-Rahman discussed the recent educational and training initiatives made available through universities and high-tech parks in Pakistan. In his closing remarks, Dr. Rahman expressed interest in continuing the dialogue with USPBC members regarding promotion of the life sciences sector in Pakistan, which has been identified as a key initiative of the USPBC membership. ■

USPBC Holds Key Dialogue with Energy Advisor to the Prime Minister Of Pakistan

The U.S. Pakistan Business Council hosted a private meeting with Mr. Mukhtar Ahmed, Energy Advisor to the Prime Minister of Pakistan, at the U.S. Chamber of Commerce on Monday June 26. Mr. Ahmed, along with key members of the Pakistan government's energy team, addressed Council members on current strategies implemented to further develop Pakistani energy markets. The meeting also included Thomas Cutler, Acting Director of European, and Asian Affairs, for the Office of Policy and International Affairs, at the U.S. Department of Energy.

Mr. Ahmed touched on the need to further bilateral initiatives aimed at developing Pakistan's energy sources, particularly in the oil and gas, coal, and nuclear sectors. Pakistan is currently dependant on outside sources for providing close to 80 percent of

the country's energy needs. The Pakistani delegation expressed its resolve to pursue co-operation in the energy sector, identifying areas of cooperation, capacity-building and bilateral transfer of technology as key strategies to facilitate development. Mr. Ahmed also expressed the need for enhanced institutional training arrangements to develop the human resources needed for energy development in Pakistan.

The meeting was the first event organized by the USPBC aimed at facilitating the strategic dialogue between the U.S. and Pakistan announced by both governments earlier this year. Prior to the conclusion of the meeting, Mr. Ahmed highlighted that both Pakistan and the United States have agreed to establish "working groups and contacts" for effective energy cooperation. ■

U.S.-Pakistan Bilateral Investment Treaty (BIT) and IPR Initiatives Top USPBC's Mission Agenda

Eleven Senior Executives from top U.S. Companies participated in an executive mission to Islamabad, Pakistan from April 24-26. The overall aim of the delegation was to strengthen bilateral economic ties and to engage Pakistani policymakers on key issues inhibiting additional foreign direct investment. The executive mission was chaired by Jay Collins, Chairman of the USPBC and CEO, Public Sector Group, Citigroup. Esperanza Gomez Jelalian, Executive Director, US-Pakistan Business Council, accompanied the delegation.

The delegation included companies which have had significant success in the Pakistani market, as well as those looking for future investment opportunities in the country. The delegates held meetings with President Pervez Musharraf, Prime Minister Shaukat Aziz, Minister of State for Foreign Affairs Makhdom Khusro Bakhtyar, Secretary of Commerce Syed Asif Shah, Secretary of Information Technology Farrak Qayyum, Secretary of the Board of Investment Muhammed Jehangir Bashir, and Director General of the Intellectual Property Organization Yasin Tahir. The delegates also met with officials of the U.S. Embassy in Islamabad.

In addition, the delegation met with members of the American Business Council of Pakistan (ABC), an organization comprised of local representatives of U.S. corporations. USPBC delegates and ABC members discussed an agenda of cooperation on issues related to advancing U.S.-Pakistan bilateral business cooperation.

During meetings, the delegation lauded the positive investment in Pakistan over the last year, including privatization programs across the banking, telecommunications, metals and mining, and energy sectors. The delegation also sent a strong message of support for successful negotiation of a high standard Bilateral Investment Treaty (BIT).

Congruent to the delegation's goal of engaging Pakistani policy makers in the issues inhibiting FDI, the enforcement of Intellectual Property Rights was also discussed, particularly during a dialogue with Yasin Tahir, the Director General of the Intellectual Property Organization (IPO). The delegation expressed its appreciation for advancing the IPR agenda through the IPO. The delegates agreed to take a series of steps to continue to reinforce the government's IPR initiatives, including examining ways to promote investment in the life sciences sector and continue to provide views on legislation that would make Pakistan TRIPS compliant in the area of clinical data protection.

Overall, participating business executives expressed optimism that U.S. firms already operating in Pakistan will continue to expand their investments. The delegates reiterated that the USPBC will serve as a link between the public and private sector in facilitating the U.S-Pakistan strategic dialogue, an initiative introduced by President Bush during his trip to Pakistan in March of 2006.

Other mission participants included: Selcuk Erden, Southern Eurasia Region Manager, The Coca-Cola Company; Najeeb Ghauri, Chairman, Netsol Technologies; Ramnarain Jaigobind, Managing Director, Equity Capital Markets, Maxim Group, LLC; Lionel Johnson, Vice President and Director, International Government Affairs, Citigroup Inc.; Saeed Ullah Khan, Vice

Chairman of the Board, International Spectrum Development Inc. (ISDI); Pervaiz Lodhie, President and CEO, LEDtronics; Joseph T. McAndrew, Director, International Operations, The Boeing Company; J. Miguel Santos, Director, Sales, The Boeing Company; Zafar Tahir, Senior Vice President, International Spectrum Development, Inc.; and Nigel Thompson, Executive Director, Economic and Development Strategy, Merck. ■



Jay Collins, Chairman of the USPBC and CEO, Public Sector Group, Citigroup, greets Prime Minister Aziz

Featured Articles

Meeting with Dr. Salman Shah, Adviser to the Prime Minister of Pakistan on Finance and Economic Affairs

On April 20, 2006, the U.S.-Pakistan Business Council hosted a luncheon with Dr. Salman Shah, Adviser to the Prime Minister of Pakistan on Finance and Economic Affairs. Dr. Shah was accompanied by Dr. Shamshad Akhtar, Governor of the State Bank of Pakistan, and key members of Pakistan's Economic and Financial team. H.E. Jehangir Karamat, Ambassador of Pakistan to the U.S.; Mr. Ashraf Hayat, Minister, Trade Minister, Embassy of Pakistan; and Mr. Mushtaq Malik, Economic Minister, Embassy of Pakistan were also present.



Dr. Salman Shah addresses guests at the U.S. Chamber of Commerce

Dr. Shah provided USPBC members and guests with an outlook on Pakistan's economy as the country prepares for a second generation of financial reforms, touching on the prospects and challenges for further economic growth. Dr. Shah outlined initiatives such as tax and governance reforms and a series of

deregulation and privatization measures which have allowed Pakistan to develop its current growth-friendly economy. He discussed the challenges of the government's second generation of reforms, which include strengthening institutions, promoting transparency in economic policy, and reforming the tax system to make it more investor friendly. Dr. Shah described Pakistan's current economic development initiatives, including curtailing high energy costs, improving supply chain logistics, and strengthening growth prospects in the service sector.

Dr. Shah concluded his remarks by encouraging both Pakistan and the United States to further promote and facilitate the strategic partnership between the two countries, an initiative introduced by President Bush during his visit to Pakistan in March 2006 ■

The United States Chamber of Commerce Hosts Shaukat Aziz, Prime Minister of Pakistan

The U.S.-Pakistan Business Council hosted a luncheon in honor of His Excellency Shaukat Aziz, the Prime Minister of the Islamic Republic of Pakistan on January 23, 2006. In his first official visit to the United States as Prime Minister, the Pakistani leader shared his economic and political priorities with USPBC members and guests at the U.S. Chamber of Commerce headquarters in Washington, D.C. The Prime Minister was accompanied by His Excellency Jehangir Karamat, Ambassador of Pakistan to the United States.

Lt. Gen. (Ret.) Daniel Christman, Senior Vice President of the Chamber's International Division, delivered the opening remarks. He noted that through the USPBC, the Chamber continues to encourage U.S. investors to explore investment opportunities in Pakistan. After emphasizing the importance of a strong economic and political relationship between Pakistan and the United States, General Christman highlighted that the U.S. business community strongly supports a U.S.-Pakistan Bilateral Investment Treaty (BIT). He stated that USPBC members consider the BIT to be a significant step toward attracting greater U.S. investment in Pakistan.

In his speech, Prime Minister Aziz highlighted the efforts of the Government of Pakistan to increase the country's attractiveness to foreign investors. He noted that every sector in Pakistan is currently being privatized, including energy, banking, and telecommunications, and that these reform efforts have led to strong economic growth. He said that Pakistan is improving the quality and reliability of communications, energy, and other vital services; making it easier to conduct financial transactions. The Prime Minister stated that the government is also focused on bringing workers rights legislation in line with international labor standards. He also pointed out how the privatization process has created a rising middle class, translating into a growing market for U.S. based goods.

In response to a question regarding protection of intellectual property rights in Pakistan, Prime Minister Aziz reiterated Pakistan's commitment to upholding a strong IPR regime through the creation of Pakistan's Intellectual Property Organization (IPO), an organization aimed at managing and enforcing intellectual property on a coordinated, nation-wide scale. ■



(L to R) Dr. Herbert J. Davis, Vice President, Middle East and Africa Affairs, U.S. Chamber of Commerce; Najeeb Ghauri, Chairman, NetSol Technologies, Inc.; Lt. Gen. (Ret.) Daniel Christman, Senior Vice President of International Division of the United States Chamber of Commerce; His Excellency Shaukat Aziz, Prime Minister of The Islamic Republic of Pakistan; Mr. Jehangir Karamat, Ambassador of Pakistan; and Mr. Jay Collins, CEO, Public Sector Group, Citigroup

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The U.S.-Pakistan Web site is an excellent resource for current information on the Council's activities.
Please visit us at: <http://www.uspakistan.org/>

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